



March 20, 2020

President Donald Trump
The White House
1600 Pennsylvania Avenue
Washington, DC 20500

Dear President Trump,

My name is Charles Salem and I am the Owner of AMARC Inc. dba Unique Venues. Unique Venues is a small business that offers marketing, consulting, design and business solutions to 1000 non-traditional meeting and event venues located in large cities, small towns, suburbs and rural America. What we do creates a chain effect providing jobs to millions of Americans in the meetings and events, travel, and hospitality industries. The business our venues host generates a positive economic impact in the communities they call home. We're the underdogs that are often forgotten after large corporations and entities. I urge you, please don't forget us.

Instead, fight for us.

This is what I am calling an "AND" letter. What is happening to our industry as a whole negatively impacts traditional properties AND our unique collection of venues that work each day to provide places for meetings, conferences, youth camps, academic and educational seminars, weddings, social gatherings and much more.

I've taken the liberty to suggest ways for you to make a difference as an elected official:

1. Provide a minimum three-month financial assistance plan available for non-traditional meeting and event venues to market, sell, and stay afloat so that they are viable options when bookings of meetings, events, and gatherings begin again.
2. Provide financial support and relief services to those of us fighting hard to keep the meetings and events industry alive. Not only our company, Unique Venues, but all of the professional conference and event planning associations and organizations whose meetings have been curtailed. Post-crisis, the stronger these associations and organizations are, the more they will book events, travel, and boost the economy.
3. When addressing the public, it is critical to be inclusive of small businesses, the backbone of America. I want to remind you that America was built on the ideas of entrepreneurs and small businesses. Collectively as smaller venues, we are bigger and more numerous than any other group in the meetings and events industry, and we require the same attention that our large corporate counterparts have access to.
4. Include small business owners in the conversation of how the nation and economy can recover from this crisis. We're eager and willing to have a place at the table.

We need public servants who can demonstrate that we are more important than big money donors, lobbyists, special interest groups and insiders. We need leaders who will demonstrate that “we the people,” the ones who go to work every day and open our small businesses, supporting our employees, their families and the communities we serve, are also supported. Your assistance, guidance, and leadership are appreciated, and I thank you in advance for representing small businesses like Unique Venues during this historical crisis.

I look forward to hearing from you whenever the opportunity presents itself. I am eager to meet to provide perspective and advice as well as advocate the needs of our industry and the venues we support.

Sincerely,

Charles Salem, Owner
Unique Venues